Bearing Point

A DoD-wide Blanket Purchase Agreement (BPA)[1] was established with Bearing Point under the Enterprise Software Initiative for the purchase of COTS Systems Integration services. This document provides a general outline of Bearing Point's BPA contract Attachment A – Tasks & Deliverable pricing[2] for transformation management services and deliverables for ordering period 2005. Please refer to Bearing Point's contract Attachment A – Tasks & Deliverables pricing[3] on the ESI website[4] for specific details regarding the latest information on its services, deliverables pricing information and variables that impact pricing.

Bearing Point uses its implementation methodology for ERP package implementations. Its methodology is organized over five project phases. Bearing Point's includes transformation management elements in its services and deliverables outlined in Attachment A's pricing tables. Bearing uses the terminology of 'organizational change management versus 'transformation management'. Bearing Point breaks out pricing for its services by ERP vendor (Oracle, PeopleSoft and SAP).

The table below (See Table 1) outlines transformation management deliverables by phase by fixed price for a low (Scenario A) and high complexity (Scenario B) Oracle ERP implementation. Bearing Point's pricing model drives a base level of complexity by considering the number of end to end processes required for the ERP implementation and number of resources determined by the staffing worksheet to complete the end to end processes. Please refer to Attachment A – Tasks & Deliverables pricing[5] for further details regarding variables that impact pricing and deliverable descriptions.

Table 1 – Oracle Pricing Table

Oracle Pricing Table										
PROJECT PHASES										
Oracle Implementation	**Prepare**		**Validate**		**Simulate & Train**		**Deploy**		**Support**	
Deliverables	A	B	A	B	A	B	A	B	A	B
Communication Plan	$88,602	$424,550								
Leadership Action Plan	$29,534	$141,517								
OCM Plan Executed			$264,266	$3,283,330	$156,999	$1,671,992	$140,227	$1,672,577		
Prelim. Classroom Training Collateral & Job Aids					$126,695	$1,349,262				
Workforce Transition & HR Alignment Plan					$113,479	$1,208,514				
End User Training Plan					$127,736	$1,360,349				
Navigation Training							$103,363	$1,232,881	$182,143	$1,115,142
Functional Training							$224,682	$2,679,931	$197,964	$1,212,000

The table below (See Table 2) outlines transformation management deliverables by phase by fixed price for a low (Scenario A) and high complexity (Scenario B) PeopleSoft ERP implementation. Bearing Point's pricing model drives a base level of complexity by considering the number of end to end processes required for the ERP implementation and number of resources determined by the staffing worksheet to complete the end to end processes. Please refer to Attachment A– Tasks & Deliverables pricing[6] for further details regarding variables that impact pricing and deliverable descriptions.

Table 2 - PeopleSoft Pricing Table

PeopleSoft Pricing Table									
PROJECT PHASES									
Oracle Implementation	**Prepare**		**Validate**		**Simulate & Train**		**Deploy**		**Support**	
Deliverables	A	B	A	B	A	B	A	B	A	B
Communication Plan	$84,910	$409,783								
Leadership Action Plan	$28,303	$136,594								
Mobilization & Alignment Plan	$42,455	$204,891								
OCM Plan Executed			$2,621,788	$256,659	$127,315	$1,096,479	$135,351	$844,090		
Prelim. Classroom Training Collateral & Job Aids					$122,603	$1,055,877				
Workforce Transition & HR Alignment Plan					$109,814	$945,751				
End User Training Plan					$123,610	$1,064,573				
Navigation Training							$99,769	$622,191	$174,812	$890,590
Functional Training							$216,713	$1.352.465	$189,995	$967,944

The table below (See Table 3) outlines transformation management deliverables by phase by fixed price for a low (Scenario A) and high complexity (Scenario B) SAP ERP implementation. Bearing Point's pricing model drives a base level of complexity by considering the number of end to end processes required for the ERP implementation and number of resources determined by the staffing worksheet to complete the end to end processes. Please refer to Attachment A– Tasks & Deliverables pricing[7] for further details regarding variables that impact pricing and deliverable descriptions.

Table 3 - SAP Pricing Table

SAP Pricing Table									
PROJECT PHASES									
Oracle Implementation	**Prepare**		**Validate**		**Simulate & Train**		**Deploy**		**Support**	
Deliverables	A	B	A	B	A	B	A	B	A	B
Communication Plan	$103,369	$446,700								
Mobilization & Alignment Plan	$51,684	$223,350								
Leadership Action Plan	$34,456	$148,900								
OCM Plan Executed			$408,978	$3,791,968	$459,101	$1,890,816	$311,658	$1,816,119		
Prelim. Classroom Training Collateral & Job Aids										
Workforce Transition & HR Alignment Plan					$331,837	$1,366,680				
End User Training Plan					$373,529	$1,538,386				
Navigation Training							$229,728	$1,338,688	$408,564	$1,284,347
Functional Training							$499,518	$2,909,926	$444,051	$1,395,902

References

1 Enterprise Software Initiative – Department of Defense. Retrieved on 9 May 2005 from: http://www.don-imit.navy.mil/esi/

2 Enterprise Software Initiative – Department of Defense. Retrieved on 17 Jun 2005 from: http://www.it-umbrella.navy.mil/contract/enterprise/erp_services/bearingpoint/bearingpoint.shtml

3 Enterprise Software Initiative – Department of Defense. Retrieved on 17 Jun 2005 from: http://www.it-umbrella.navy.mil/contract/enterprise/erp_services/bearingpoint/bearingpoint.shtml

4 Enterprise Software Initiative – Department of Defense. Retrieved on 9 May 2005 from: http://www.don-imit.navy.mil/esi/

5 Enterprise Software Initiative – Department of Defense. Retrieved on 17 Jun 2005 from: http://www.it-umbrella.navy.mil/contract/enterprise/erp_services/bearingpoint/bearingpoint.shtml

6 Enterprise Software Initiative – Department of Defense. Retrieved on 17 Jun 2005 from: http://www.it-umbrella.navy.mil/contract/enterprise/erp_services/bearingpoint/bearingpoint.shtml

7 Enterprise Software Initiative – Department of Defense. Retrieved on 17 Jun 2005 from: http://www.it-umbrella.navy.mil/contract/enterprise/erp_services/bearingpoint/bearingpoint.shtml